

★ Thursday, December 17, 1942



DALE CARNEGIE

"How to Win Friends and Influence People"

HERE'S ONE WAY TO START

In 1932 a young man in Texas had a college degree and no job. Depression was howling over the country like a blizzard over the plains of North Dakota.

His name was H. B. Fox, and he wanted to be a newspaper man.

He applied to 13 papers in Texas and received a lot of kindness and no job.

Finally H. B. Fox went to a small-town daily, and said, "I know you have all the men you want, and I realize you can't hire me. But, I think I can help you. I want experience; so I'll work for you without pay. And I'm ready to start now."

The editor looked at him now with interest. Why, the young fellow did mean business! But to make it too easy would be no test, so he said, "I haven't any assignments. If you want to show what you can do, you'll have to dig up your own stories."

H. B. Fox put on his hat and walked out. He didn't get a story that day; but the next morning he was back, and he started all over again.

One day the editor gave him an assignment—his first. Fox hopped out on the story; covered it.

Three months and three days after he began working for nothing, the editor put him on the payroll at \$25 a month.

Two months later the society editor left. Fox was offered the job. A male reporter running the society department! The editor expected Fox to turn it down. He took it. Two weeks later he was on the desk—\$60 a month.

A year later he was offered the job of city editor, but he had decided to go into business for himself. He heard of a country weekly that was for sale, mostly on credit. He borrowed \$500 and bought the Madisonville Meteor, Madisonville, Texas.

He worked hard, and the paper began to make money. In the meantime his work was attracting attention. Then there was a contest held by the Country Home Magazine, New York, and H. B. Fox was chosen as the best country editor in the country. He was brought to New York and entertained for a week. He was banqueted, introduced to celebrities, and given the biggest week of his life. When he left a check was put into his hand for \$500—the price he had paid for his paper.

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